
How college loans exploit students for profit

[listening test questions]

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Time: (11:48)

Level: *** [B2/C1]

TED TALKS Link:

https://www.ted.com/talks/sajay_samuel_how_college_loans_exploit_students_for_profit/transcript?language=en

Check these words before listening:

Key vocabulary

1. College ^{AmE} / university ^{BrE}
2. Student loans (Google this) / Sallie Mae and Navient (Loan company)
3. Debt / Indebtedness
4. Unaffordability
5. Accumulation
6. 'Following in someone's footsteps' (metaphor)
7. 'The escalator of life' (Metaphor)
8. A Whopping debt
9. Diminished income
10. Barbarisms
11. Profitability
12. Packaged
13. Securitised loans
14. Ignorance
15. Distinguish
16. Lexus (car) / Louis Vuitton bag
17. A sales pitch
18. Baristas
19. Exorbitant
20. Cruel
21. Subsidiaries
22. Inequity

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Student

TED Talks Test Questions

Time: *Approximately 1- 1:30 hours*

1. Read the title

- Try to predict the content of lecture
- Write down key terms / ideas
- Check key vocabulary using a dictionary

Try to listen ONLY two times

Three types of lesson

Lesson#1: [hard]

1. Listen once – take notes
2. Give 5 minutes to tidy notes
3. Listen again and add to notes (use a different **colour** pen).
4. Answer questions – set 20-25 minutes to answer.
5. Check answers
6. Listen again to check answers

Lesson #2: [medium]

1. Listen once – take notes.
2. Answer questions: 10-15 minutes
3. Listen again – answer the questions as they listen
4. Give yourself 10 minutes to tidy answers. Then check answers
5. Listen again to check answers

Lesson #3: [easier]

1. Read questions – highlight key terms
2. listen once and answer questions
3. 5 minutes to tidy notes
4. Listen again answer missed question
5. 5-10 minutes to tidy answers. Then check answers
6. Listen again to check answers

Teacher

TED Talks comprehension questions

Lesson Plan

Aim: *to develop the students' ability to listen to a 10 min+ lecture, to take notes and then use those notes to answer a range of test type questions.*

Lesson Time: *Approximately 1:30-2:00 hours*

Lesson Plan

1. Lead in

- Ask Students to discuss the 'title' and predict the content of lecture
- Ask students to write down key terms / language from discussion
- Feed in / check key vocabulary

Three types of lesson

Lesson#1: [hard]

1. Students listen once – take notes
2. Give 5 minutes to tidy notes
3. Listen again and add to notes (use a different **colour** pen).
4. Give out questions – set 20-25 minutes to answer.
5. Feedback answers (give out answers or go through on board)

Lesson #2: [medium]

1. Students listen once – take notes.
2. Give out questions: Set 15 minutes for students to answer questions from notes
3. Listen again – students answer the questions as they listen
4. Give extra 10 minutes to consolidate answers
5. Feedback answers (give out answers or go through on board)

Lesson #3: [easy]

1. Give out questions - students have 10 minutes to look at questions
2. Students listen and answer questions
3. Give 5 minutes to tidy notes
4. Students listen again – check answers and answer questions missed
5. 5-10 minutes to tidy answers
6. Feedback answers (give out answers or go through on board)

How college loans exploit students for profit

TED TALK: Sajay Samual [Feb 2016. 11:48]

1. True / False / Not Given

	T/F/NG
a. 1 trillion Americans owe \$40 million	
b. You can't claim bankruptcy if you have student loans	
c. Education in the past was free because it was seen as good for society	
d. The cost of Higher Education has become unaffordable for the majority of Americans	
e. College graduates earn only 10% more in 2013 than they did in 2001	
f. Over half of graduates cannot meet the repayments on their student loans	

____ / 6

2. The Three Truths

The truth	Development
1. _____	<ul style="list-style-type: none"> Teachers are a service provider Students are the _____ Sociology/science is the _____
2. _____	<ul style="list-style-type: none"> Sallie Mae and Navient posted a profit of \$ _____ <p>Colleges make profit twice:</p> <ul style="list-style-type: none"> _____ _____
3. <u>University education is a brand</u>	<ul style="list-style-type: none"> Education is marketed as a S _____ object It d _____ yourself from others Is an object of e _____

____ / 10

3. Advertising Facts

a. A college degree is essential _____

b. The evidence is (college grad versus a high school grad) - _____

___ / 2

4. Statistics: looking at the advertising facts above - 100 students who go to university

Number	development						
45	<ul style="list-style-type: none"> _____ 						
55	<table border="1"> <tr> <th>Number</th><th>Fact</th></tr> <tr> <td>• _____</td><td>• _____</td></tr> <tr> <td>• _____</td><td>• _____</td></tr> </table>	Number	Fact	• _____	• _____	• _____	• _____
Number	Fact						
• _____	• _____						
• _____	• _____						
Not included in advertising statistics are these two important	<ul style="list-style-type: none"> _____ _____ 						
Two out of three (2:3) graduates	<ul style="list-style-type: none"> _____ 						

___ / 8

5. Summary: Solutions — [put a suitable word in the gap – first letter of word is provided]

Parents and students need to treat higher education as a **1.C**_____ product.

This will enable them to **2. d**_____ what you're paying for. For example, when

you buy **3. m**_____, you receive a list of side effects. When you buy a

4.c_____ it tells you how many miles to the gallon it will do. Overall, these

components help consumers to make **5.i**_____ choices.

___ / 5

6. Income Based Tuition App (IBT) - The three main benefits of using IBT are...

Benefit	Development
1. _____ _____ _____	<ul style="list-style-type: none"> • wise choices • why pay _____% additional income.
2. _____ _____ _____	<p>Explain the example of engineering and philosophy</p> <ul style="list-style-type: none"> • _____ _____ _____ [2] • What will this lead to: <u>majors being priced more correctly</u>
3. prevent financial ruin	<ul style="list-style-type: none"> • This will prevent investing in a _____ _____

____ / 6

7. Summary – add two points

- _____
- _____

____ / 2

8. Author's stance - Yes (Y) or No (N) to the authors stance

- Education is too expensive = _____
- Education needs to be treated as a consumer product = _____
- Higher education advertising is misleading= _____
- Student debt is crippling many people= _____
- Universities need to be transparent on the success of the courses = _____

____ / 5

Score overall: _____ / 50

Student Loans – ANSWERS

1. True / false / NG

g. 1 trillion Americans owe \$40 million	F
h. You can't claim bankruptcy if you have student loans	NG
i. Education in the past was free because it was seen as good for society	T
j. The cost of Higher Education has become unaffordable for the majority of Americans	T
k. College graduates earn only 10% more in 2013 than they did in 2001 (opposite)	F
l. Over half of graduates cannot meet the repayments on their student loans (1/4)	F

____ / 6

2. The three truths

The truth	Development
1. <u>Consumer product</u>	<ul style="list-style-type: none"> Teachers are a <u>service</u> Students are the <u>consumers</u> Sociology / science is the <u>content</u>
2. <u>Debt is profitable</u>	<ul style="list-style-type: none"> Sallie Mae and Navient posted a profit of <u>\$1.2bn dollars</u> <p>Colleges make profit twice:</p> <ul style="list-style-type: none"> <u>Tuition fees</u> <u>Interest on debt</u>
3. <u>Brand</u>	<ul style="list-style-type: none"> Education is marketed as a <u>status</u> object It <u>distinguishes</u> yourself from others Is an object of <u>Envy</u>

____ / 12

3. Advertising

- a. A college degree is essential to get up on that escalator to middle class life
- b. The evidence is (college grad versus a high school grad) - a college grad makes on average 56% more than a high school grad.

___ / 4

4. Statistics – looking at the advertising facts with 100 students who go to university

Number	development						
45	<ul style="list-style-type: none"> <u>Do not complete it</u> 						
55	<table border="1"> <tr> <th>Number</th><th>Fact</th></tr> <tr> <td>• 2</td><td>• <u>unemployed</u></td></tr> <tr> <td>• 18</td><td>• <u>underemployed</u></td></tr> </table>	Number	Fact	• 2	• <u>unemployed</u>	• 18	• <u>underemployed</u>
Number	Fact						
• 2	• <u>unemployed</u>						
• 18	• <u>underemployed</u>						
Not included in advertising statistics	<ul style="list-style-type: none"> <u>Not included exorbitant tuition fees</u> <u>Loss of wages will studying</u> 						
Two out of three (2:3)graduates	<ul style="list-style-type: none"> <u>will not find an adequate job</u> 						

___ / 8

5.Solutions – Summary – write only one word in the space

Parents and students need to treat higher education as a 1. consumer product. This will enable them to 2. demand what you're paying for. For example, when you buy 3. medicine, you receive a list of side effects. When you buy a 4. car it tells you how many miles to the gallon it will do. Overall, these components help consumers to make 5. informed choices.

___ / 5

6. Income Based Tuition App (IBT)

The three main benefits of using IBT are...

Benefit	Development
1. <u>how much money you can make from a degree.</u>	<ul style="list-style-type: none"> choose wisely, make informed choices, why pay <u>15% more of your</u> additional income.
2. <u>college administrators forced to manage costs better.</u>	<p>Explain the example of engineering and philosophy</p> <ul style="list-style-type: none"> <u>Engineering uses more resources and facilities than philosophy.</u> One faculty Subsidises another. What will this lead to: <u>majors being priced more correctly</u>
3. <u>Prevent financial ruin</u>	<ul style="list-style-type: none"> This prevent investing <u>in defective product.</u>

____ / 8

7. Summary – add two points

Rediscover the curiosity of learning, study what you love, love what you follow, follow your passion, stimulated by intelligence.

____ / 2

8. Author's stance - Mark the statements that are true or false to the authors stance

- f. Education is too expensive **True**
- g. Education needs to be treated as a consumer product **True**
- h. Higher education advertising is misleading **True**
- i. Student debt is crippling many people **True**
- j. Universities need to be much more transparent on the success of the courses **True**

____ / 5

Overall: ____ / 50